

**The Araucanians of Chili Have Always Maintained Their Independence.**

Special Correspondence of the Sunday Journal.

Our party consisted of nine well-armed gentlemen (mostly Englishmen and Germans), led by one who was familiar with the route, having traversed it many times on a mission of trade which made him welcome among the Indians; several *Madia* ladies, who had come north to visit relatives without considering that the exigencies of war might make return to their homes a difficult matter, and myself and young lady stenographer; a half-

and nights of soundest sleep. The Castinos, who inhabit the borders of Araucanía, have farms and comfortable homes, and civilization has done for them what Spanish cruelties and force of arms were powerless to accomplish. To-day this tribe of the redoubtable Araucanians are plodding in and out of the same old shoes, and are wonderfully bleached in complexion. Their broad-shouldered women work in the fields outdoing the men in feats of strength, as well as surpassing them in intelligence; and whenever a Castino husband gets drunk or unruly, his gentle spouse makes nothing of giving him a sound flogging.

the great chief lived further down the river, the sub-chief, who was a man of surpassing valor, would be happy to welcome us.

CALLING ON A GREAT MAN.

I confess that it was not without some trepidation we followed our new guide into the center of the Indian camp and halted in front of the largest dwelling. It was a three-room palace of mud and logs, roofed with dried grass, and in its doorway stood a man of powerful frame, with an extremely ugly, but rather intelligent, face and an abnormally large head, whose size was exaggerated by a bushy shock of coarse hair.

with pleasure and whispered something to a squaw, who left the room and presently returned with an armful of human skulls. From most of them the face part had been partially cut away, and all were worn perfectly smooth. The grinning chief assured us that every skull was once the cranium of a warrior of his rank, who had been slain while fighting the Comanches. Several of them had been handed down from generation to generation through several centuries, and were used only by chiefs and wise men to drink out of on great occasions. The others had been taken from enemies during his own time and were used

in the great exhibition in 1851 a specimen of iron paper was exhibited. Immediately a lively competition ensued among iron-masters as to the thinness to which cold iron could be rolled. One iron-maker rolled sheets the average thickness of which was

sheet the average thickness of which was the 1-1/2 inch part of an inch, in other words 1,380 sheets of this tissue piled one upon the other, would only measure one inch in thickness. The wonderful fineness of this work may be more readily understood when it is remembered that 1,390 sheets of the thinnest tissue paper measure a fraction over an inch. These wonderful iron sheets were perfectly smooth and easy to write upon, notwithstanding the fact that they were porous when held up in a strong light.

**Facts to Which the Attention of Business Men of All Kinds Is Invited.**

Special Correspondence of the Sunday Journal

many country merchants and cease or curtail these vast expenditures on the ground that everybody knows them and what they have to sell, and that, therefore, continued effort in this line is a waste of money. Not a bit of it. They know better. They do not only keep at it, but increase their advertising bills. They redouble their efforts and in a new scheme with the "dual coupon," and thus stimulate a new trade. By doing so they add to their fortunes. What man, woman or child of intelligence but knows of Peare's Soap, Hood's Sarsaparilla, Hop Bitters, Carter's Little Liver Pills, Pyle's Pearline, Sapoli-

HOW THE BUSINESS IS CONDUCTED.  
As before remarked, there are now great agencies, middlemen, who have come to

occupy a position between the advertiser and the press that is very important. A great advertiser, especially those desirous of reaching the general public, operates through the advertising agents. In New York some five hundred men are engaged in the advertising agencies, while a good many newspapers throughout the country have their own special men here. Perhaps the aggregate salaries and commissions of these men would not be overestimated at half

Howe. There will be more pens, pencils and ink sold hereafter, no matter how many type-writers are put on the market. The development of the locomotive has been attended with a tremendous increase in the number of horses. This failure to substitute is a constant feature in the progress of invention. They are still making distaffs and spinning-wheels for the numerous home-spun clothiers in Canada and the neighboring counties in the United States.

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**The Pure Yankee Drawl.**

Rutland Herald.

spend some time in contemplation of the grass and in meditation on the situation, and then he deliberately bent his knees and knelt down upon the ground. This reverent attitude brought his knees into con-

fact with the grass, and here he continued to browse comfortably until his owner came along.

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**More to Be Thankful For.**  
New York Advertiser.

We have more than the bountiful crops to be thankful for. An authority informs us that "this has been the most successful year in lawn tennis in the history of the game." Truly, we are living in a grand and glorious epoch.

PAGES 9 TO 16.

The celebrated HAZELTON BROS. PIANOS, with all their latest improvements, new actions, new scales, etc., are unequalled by any, and are considered by eminent artists

The celebrated HAZELTON PIANOS have been before the public for nearly a half century, and are known everywhere as the leading Piano of the world. The following is a partial list of the well-known citizens of Indianapolis who have purchased and now have the HAZELTON PIANO in use:

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**President Harrison Says:**  
**MR. GEO. C. PEARSON:**  
 Dear Sir—I am no musician myself, but my wife and daughter are, who regard the Hazelton Piano as in every respect satisfactory, and say that they would not desire a better instrument.  
**BENJAMIN HARRISON.**

**Hon. L. T. Nichener, Attorney-General, Says:**  
**MR. GEO. C. PEARSON:**  
 Dear Sir—The beautiful Hazelton Bros. Upright Piano which I recently purchased from you is giving entire satisfaction. It is much admired by all who see and hear it, because of its full, rich tone and exquisite workmanship. My wife and daughter join me in thanking you for selecting for

**The Hon. John C. New Says:**

**MR. GEO. C. PEARSON:**

Dear Sir—It affords me great pleasure to say that the Hazeltown Bros. Piano purchased some nine years ago has given perfect satisfaction in every respect. We have had instruments of other celebrated makers in our house, but none of them proved so satisfactory as the one now in use.

**JNO. C. NEW.**

**Fred Fahmley, of Fahmley & McFrea, Says:**

**MR. GEO. C. PEARSON:**

Dear Sir—We made selection of our Hazeltown Bros. Upright Piano from among the Steinway, Hazeltown and Knabe Pianos. In the comparison the Hazeltown showed itself so far superior to others in tone, touch, finish and workmanship that we purchased the same. After eight years of use we have fully convinced us that the Hazeltown Pianos stand unrivaled.

Yours very respectfully, **FRED FAHMLEY.**

Dear Sir—Not knowing that there was any material difference in the durability, tone, etc., of the well-known brands of pianos, we had a Decker Bros. Piano brought to our house with a view of purchasing; but it proved so unsatisfactory we came to the conclusion there was a difference and made a thorough examination of all the well-known brands. We found the purchase of a Hazelton, and any one wanting a piano and wishing to get the best will do well to purchase this well known make. Yours respectfully, E. T. ALLEN.

Charles Soehner, the Well-Known ex-Piano-Dealer, Says:  
MR. GEO. C. PEARSON:  
Dear Sir—My father and myself were engaged in the piano trade for nearly thirty years, and during that time handled almost all the leading brands of pianos, such as Steinway, Hazelton, Chickering, Knabe and others, but none of them proved so entirely satisfactory in every respect as the **Yours truly,**  
**CHARLES SOEHNER.**

I consider the Hazelton Bros. Piano, which I purchased some eight years ago, to possess all the qualities of a perfect piano. My piano has been used for teaching purposes and my pupils all w-nd to practice on it several hours each day, notwithstanding this hard usage, it has only required tuning but three times in eight years. I regard the Hazelton to be the finest toned and most durable piano made.  
Yours respectfully,  
**HATTIE WISHARD (Music Teacher.)**

MR. GEO. C. PEARSON:

Dear Sir—We thought we were purchasing the "best piano" when we purchased an upright Steinway & Sons, but we soon discovered our error after becoming acquainted with the Hazelton Pianos, which had found their way into the homes of so many of our friends. We became so dissatisfied with what we may call the purchase of the Hazelton Upright Piano and traded our Steinway as part pay, and three years of use has fully convinced us that we now have what we thought we were getting at first, "the best piano."

(Pearson & Wetzel, Wholesale Queensware.)

Dear Sir—The Hazelton Grand Piano purchased by me is very satisfactory in all respects. The members of my family who use the piano are well pleased with the full, rich tone of the instrument.

Yours respectfully, R. S. FOSTER.

INDIANAPOLIS, Ind., June 12, 1891.

MR. GEO. C. PEARSON, City:

Dear Sir—Words can hardly express the satisfaction and pleasure we derive from the use of the Hazelton Upright beautiful Hazelton Bros. Upright Piano purchased from you. It gives us so much better satisfaction than the Decker Bros. Upright Piano which we traded to you in part pay on the Hazelton Grand Piano. Yours respectfully, J. M. GILBERT.

The remarkable wearing qualities of the celebrated HAZELTON PIANOS are such that after ten or fifteen years of use they show so little signs of wear and retain their first full, rich quality of tone to such a wonderful extent that they are readily mistaken for new pianos. They are fully warranted for ten years, just twice as long as any other first-class piano. Beautiful new styles for 1892 just received; cases finished in ebony, mahogany, English oak, French burl and Circassian walnut, with beautiful hand-carved and engraved panels.

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